

**Subject:** RE: IHS commission differential

**From:** Brad Madrid <brad.madrid@pharmsmgmt.com>

**Date:** 6/3/2015, 10:19 AM

**To:** Weston Black <wblack@intuitive-healthcare.com>

**CC:** Chad Southard <southardconsulting@gmail.com>, Jen Wylie <jwylie@intuitive-healthcare.com>

Weston,

Yes, the reason for the difference is due to the additional 15% on cost of goods specifically for invested physicians.

Please let me know if you have any questions.

Thanks

**Brad Madrid**

**Marketing Associate**

**o:** 713-325-2315 | **c:** 925-285-0659

**Pharms LLC** | 4916 Main Street, Suite 110 | Houston, TX 77002



---

**From:** Weston Black [mailto:wblack@intuitive-healthcare.com]

**Sent:** Wednesday, June 03, 2015 7:56 AM

**To:** Brad Madrid

**Cc:** Chad Southard; Jen Wylie

**Subject:** IHS commission differential

Brad,

I hope all is well. Were you able to find out why our commission isn't accurate on the portal? Please advise.

Thanks,

Weston J. Black

SVP Sales and Marketing

M: 214.244.4279

[wblack@intuitive-healthcare.com](mailto:wblack@intuitive-healthcare.com)

